

Message Text

UNCLASSIFIED

PAGE 01 RIO DE 00846 111325Z

50

ACTION COME-00

INFO OCT-01 ARA-16 ISO-00 AGR-20 MC-02 PM-07 FAA-00 EB-11

CIAE-00 INR-10 NSAE-00 RSC-01 DODE-00 DRC-01 /069 W

----- 057636

P R 111241Z MAR 74

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC PRIORITY 266

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 0846

DEPARTMENT PASS COMMERCE

E. O. 11652: N/A

TAGS: ETRD, BR

SUBJ: SALE OF AGRICULTURAL AIRCRAFT

1. FERNANDO CURVELO ROCHA LEO, DIRECTOR BRAZILIAN FIRM, CORSARIO DE AVIACAO AGRICOLA LTDA., CALLED ON FAA REPRESENTATIVE AND COMMERCIAL OFFICER TO REQUEST ASSISTANCE IN OBTAINING RESPONSE FROM GRUMMAN AMERICAN AIRCRAFT CORP. RE SALE OF 44 (FORTY FOUR) AGCAT PLANES FOR APPROXIMATELY \$2.64 MILLION TOTAL. ROCHA LEO SAYS HE MET BRIEFLY WITH GRUMMAN VICE PRESIDENT, LIGHT AIRCRAFT MARKETING, ROY C. GARRISON, IN SAO PAULO LAST WEEK DURING APPEARED DISINTERESTED IN MAKING SALE.

2. ROCHA LEO IS WELL KNOWN TO FAA REPRESENTATIVE. HE IS VICE PRESIDENT OF TRADE ASSOCIATION "ANAPLA" (ASSOCIACAO NACIONAL DOS APLICADORES AEREOS), WHICH GROUPS TEN AVIATION COMPANIES. ASSOCIATION RECEIVED AUTHORIZATION FEBRUARY 4 FROM NATIONAL MONETARY COUNCIL TO IMPORT AGRICULTURAL AIRCRAFT. FINANCING WILL COME FROM BANK OF BRAZIL'S FUNDAG (FUNDO ESPECIAL DE DESENVOLVIMENTO AGRICOLA). THIS DECISION REPRESENTS DESIRE ON PART OF NEW BRAZILIAN GOVERNMENT TO EMPHASIZE AGRICULTURE AND RECOGNIZES INABILITY LOCAL INDUSTRY TO PRODUCE SUFFICIENT QUANTITIES AGRICULTURAL AIRCRAFT. INDUSTRY SOURCES ESTIMATE BRAZIL, REQUIRES 800 AGRICULTURAL AIRCRAFT, WHEREAS LOCAL INDUSTRY HAS

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 RIO DE 00846 111325Z

ANNUAL CAPACITY TO PRODUCE MAXIMUM OF SIXTY PLANES.

3. ACCORDING TO ROCHA LEO, IN INTEREST EFFICIENCY ANAPLA MEMBERSHIP REQUIRED PURCHASE ONLY ONE AIRCRAFT MODEL. OVERALL PREFERENCE IS FOR GRUMMAN AGCAT OWING TO PLANE'S SUPERIOR PERFORMANCE AND PAYLOAD. HOWEVER, IF GRUMMAN TRULY NOT INTERESTED SELLING PLANES TO BRAZIL ANAPLA WILL LOOK TO OTHER MANUFACTURERS. ROCHA LEO WILL VISIT U.S. END OF MARCH AND PLANS TO MEET WITH GRUMMAN OFFICIALS AT THAT TIME.

4. CONGEN BELIEVES NOW THAT DIKE HAS BEEN BROACHED FOR IMPORTATION AGRICULTURAL AIRCRAFT, SALES REPRESENTS EXCELLENT OPPORTUNITY GRUMMAN ESTABLISH ITSELF IN BRAZILIAN MARKET. ADDITIONAL SALES COULD FOLLOW. WE UNDERSTAND FUNDAG PERMITTED FINANCE UP TO \$20 MILLION IN IMPORTS. REQUEST COMMERCE APPROACH GRUMMAN REGARDING THIS TRADE OPPORTUNITY. WOULD APPRECIATE RESPONSE SOONEST.
BOONSTRA

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FARM EQUIPMENT, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 11 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974RIODE00846
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: RIO DE JANEIRO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740353/aaaabxoj.tel
Line Count: 78
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 30 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <30 JUL 2002 by elbezefj>; APPROVED <06 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SALE OF AGRICULTURAL AIRCRAFT
TAGS: ETRD, BEXP, BR
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005